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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K_2O)

AGRICULTURAL STATE	JANUARY 1986	JANUARY 1985	JUL-JAN 1986	JUL-JAN 1985
Alabama	4,515	4,558	42,925	59,113
Alaska	0	230	0	289
Arizona	56	47	209	199
Arkansas	6,659	3,175	23,366	17,535
California	3,532	4,215	25,565	33,593
Colorado	685	1,433	2,075	4,254
Connecticut	733	595	2,415	2,317
Delaware	4,532	2,202	11,953	20,712
Florida	20,861	8,624	92,005	80,032
Georgia	8,097	26,411	72,297	92,242
Hawaii	15	259	2,034	5,903
Idaho	2,159	1,929	12,179	10,279
Illinois	106,737	75,934	508,956	525,474
Indiana	62,330	42,994	280,462	292,000
Iowa	72,795	60,299	311,725	409,232
Kansas	2,922	1,660	16,721	18,513
Kentucky	22,374	13,416	72,421	81,456
Louisiana	5,009	5,571	18,553	19,456
Maine	1,134	1,155	2,968	5,174
Maryland	5,113	5,502	13,410	18,884
Massachusetts	562	191	2,547	3,195
Michigan	28,981	18,390	128,407	133,003
Minnesota	55,995	42,283	210,063	255,513
Mississippi	4,790	7,921	11,884	32,320
Missouri	31,307	29,966	119,969	129,596
Montana	1,462	1,217	5,422	6,456
Nebraska	4,293	5,444	14,820	20,743
Nevada	0	0	0	0
New Hampshire	60	20	253	350
New Jersey	699	905	3,227	4,348
New Mexico	516	393	6,334	3,246
New York	3,470	6,531	34,171	39,364
North Carolina	5,695	11,633	40,639	59,874
North Dakota	3,436	1,555	12,393	12,416
Ohio	65,925	35,016	296,109	292,139
Oklahoma	1,040	5,176	8,968	37,591
Oregon	1,763	4,191	9,959	16,344
Pennsylvania	6,446	15,262	32,319	37,425
Rhode Island	199	503	933	1,426
South Carolina	33,397	10,433	58,791	44,229
South Dakota	2,020	1,764	5,597	6,924
Tennessee	13,697	20,514	64,772	65,525
Texas	11,017	9,791	52,263	77,029
Utah	1,530	1,984	5,155	5,537
Vermont	596	460	2,097	2,199
Virginia	10,201	7,263	57,205	47,975
Washington	3,912	3,315	19,733	20,897
West Virginia	302	1,024	1,267	2,660
Wisconsin	30,951	39,219	173,449	200,647
Wyoming	195	388	768	1,079
TOTAL U.S.:	671,488	545,766	2,905,961	3,235,621
CANADA				
Alberta	1,579	1,940	8,518	8,299
British Columbia	973	606	1,819	1,347
Manitoba	1,294	2,367	3,294	8,763
New Brunswick	1,442	1,510	2,211	7,841
Newfoundland	216	0	519	702
Nova Scotia	436	166	3,393	4,093
Ontario	41,144	40,430	178,378	193,533
Pr.Edw.Isle	315	2,133	2,315	9,470
Quebec	8,390	(1,814)	79,773	65,944
Saskatchewan	504	799	2,712	4,964
TOTAL CAN:	56,293	48,127	283,032	304,956
EXPORT SALES:	182,502	226,083	1,322,297	1,820,513
TOTAL AGRICULTURAL	910,283	819,976	4,511,190	5,359,090
NON-AG U.S.	35,205	33,030	228,569	220,491
Canada	1,931	2,622	16,905	15,096
Exports	6,467	8,677	48,638	44,103
TOTAL NON-AG	43,604	45,137	293,311	279,690
GRAND TOTAL.....	953,887	865,113	4,810,501	5,658,679

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - NORTH AMERICAN PRODUCERS
(Short Tons K20)

JANUARY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	303	267	2,966	813	166	4,515
Alaska	0	0	0	0	0	0
Arizona	25	0	30	0	1	56
Arkansas	14	78	5,185	1,316	66	6,659
California	947	336	1,198	188	813	3,532
Colorado	105	16	498	16	50	685
Connecticut	0	119	540	0	74	733
Delaware	0	0	4,452	0	80	4,532
Florida	14,519	244	2,333	312	3,453	20,861
Georgia	1,160	13	5,115	1,520	1,089	8,897
Hawaii	0	0	0	0	15	15
Idaho	121	351	1,682	0	5	2,159
Illinois	2,793	85,023	11,153	7,676	92	106,737
Indiana	3,159	47,111	4,917	7,037	114	62,338
Iowa	2,821	47,726	16,256	5,883	99	72,795
Kansas	319	275	1,857	140	231	2,822
Kentucky	4	13,021	8,701	373	275	22,374
Louisiana	0	92	3,854	1,056	6	5,008
Maine	298	0	720	0	116	1,134
Maryland	0	61	5,203	765	84	6,113
Massachusetts	0	0	414	248	0	662
Michigan	791	20,899	7,096	185	10	28,981
Minnesota	1,604	14,420	38,105	1,705	161	55,995
Mississippi	0	0	1,051	2,897	32	4,780
Missouri	210	3,772	23,867	3,422	108	31,337
Montana	14	172	1,250	21	5	1,462
Nebraska	90	284	2,558	873	438	4,293
Nevada	0	0	0	0	0	0
New Hampshire	0	0	50	0	0	50
New Jersey	0	50	406	142	101	699
New Mexico	0	121	107	0	288	516
New York	421	241	1,752	987	69	3,470
North Carolina	0	1,924	2,594	710	458	5,686
North Dakota	28	570	2,838	0	0	3,436
Ohio	1,898	33,781	26,960	2,524	662	65,825
Oklahoma	91	30	883	0	36	1,040
Oregon	36	291	775	621	45	1,768
Pennsylvania	455	239	5,192	356	204	6,446
Rhode Island	0	0	180	0	0	180
South Carolina	4,035	596	27,799	499	458	33,387
South Dakota	0	617	1,412	0	0	2,029
Tennessee	0	3,297	9,752	62	796	13,907
Texas	2,909	1,943	4,322	1,075	768	11,017
Utah	1,494	0	30	0	6	1,530
Vermont	0	0	513	0	(7)	506
Virginia	3,377	1,259	13,064	1,436	65	19,201
Washington	433	852	2,467	14	46	3,812
West Virginia	0	122	180	0	0	302
Wisconsin	375	19,714	15,881	950	31	36,951
Wyoming	29	14	152	0	0	195
TOTAL U.S.:	44,386	299,991	269,130	45,822	11,659	671,488
CANADA						
Alberta	13	184	1,346	36	0	1,579
British Columbia	0	0	907	22	44	973
Manitoba	0	227	1,054	13	0	1,294
New Brunswick	0	0	1,399	0	43	1,442
Newfoundland	216	0	0	0	0	216
Nova Scotia	0	0	397	0	39	436
Ontario	82	36,030	4,571	372	89	41,144
Pr.Edw.Isle	0	0	249	0	66	315
Quebec	0	492	7,865	0	33	8,390
Saskatchewan	0	0	504	0	0	504
TOTAL CAN:	311	36,933	18,292	443	314	56,293
*EXPORT SALES	154,843	6,761	15,430	2,789	2,679	182,502
TOTAL AG SALES	200,040	343,685	302,852	49,054	14,652	910,283
NON-AG U.S.	20,252	-	-	14,604	340	35,206
NON-AG CANADA	1,236	-	-	610	35	1,931
*NON-AG EXPORTS	387	-	-	6,080	0	6,467
TOTAL NON-AG:	21,935	-	-	21,294	375	43,604
GRAND TOTAL	221,975	343,685	302,852	70,348	15,027	953,887

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS
(Short Tons K2O)

JANUARY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	538	3,465	6,727	0	0	10,730
Belgium	6,944	0	0	0	0	6,944
Columbia	0	0	3,662	0	1,988	5,650
Costa Rica	3,431	0	0	0	0	3,431
Denmark	3,524	0	0	0	0	3,524
Ecuador	0	0	1,984	0	0	1,984
India	31,626	0	0	0	0	31,626
Indonesia	33,540	0	0	0	0	33,540
Italy	9,953	0	0	0	0	9,953
Japan	9,282	3,296	3,057	2,789	198	18,622
Korea	19,054	0	0	0	0	19,054
Malaysia	18,146	0	0	0	0	18,146
Mexico	15,479	0	0	0	438	15,917
Philippines	0	0	0	0	55	55
South Africa	3,326	0	0	0	0	3,326
TOTAL AG:	154,843	6,761	15,430	2,789	2,679	182,502
NON-AGRICULTURAL						
Japan	63	-	-	0	0	63
Korea	0	-	-	6,080	0	6,080
Mexico	324	-	-	0	0	324
TOTAL NON-AG:	387	-	-	6,080	0	6,467
TOTAL EXPORTS	155,230	6,761	15,430	8,869	2,679	188,969

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS
(Short Tons K20)

JANUARY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Alabama	303	110	2,951	813	4,177
Alaska	0	0	0	0	0
Arizona	0	0	0	0	0
Arkansas	0	0	4,880	1,316	6,196
California	0	0	250	188	438
Colorado	0	0	110	16	126
Connecticut	0	119	540	0	659
Delaware	0	0	4,452	0	4,452
Florida	14,486	244	2,333	312	17,375
Georgia	1,039	13	5,115	1,520	7,687
Hawaii	0	0	0	0	0
Idaho	0	60	1,208	0	1,268
Illinois	2,792	82,914	10,775	7,676	104,157
Indiana	3,159	47,111	4,917	7,037	62,224
Iowa	2,801	47,405	14,924	5,883	71,013
Kansas	0	40	147	140	327
Kentucky	0	13,021	8,701	373	22,095
Louisiana	0	0	3,020	1,056	4,076
Maine	298	0	720	0	1,018
Maryland	0	61	5,203	765	6,029
Massachusetts	0	0	414	248	662
Michigan	791	20,899	7,096	185	28,971
Minnesota	379	14,405	37,495	1,698	53,977
Mississippi	0	0	1,851	2,897	4,748
Missouri	0	3,175	19,580	3,422	26,178
Montana	14	172	1,204	21	1,411
Nebraska	47	270	2,292	873	3,482
Nevada	0	0	0	0	0
New Hampshire	0	0	60	0	60
New Jersey	0	50	406	142	598
New Mexico	0	0	0	0	0
New York	421	241	1,752	987	3,401
North Carolina	0	1,924	2,594	710	5,228
North Dakota	28	570	2,838	0	3,436
Ohio	1,858	33,781	26,960	2,524	65,163
Oklahoma	0	0	0	0	0
Oregon	18	243	775	621	1,657
Pennsylvania	440	239	5,192	356	6,227
Rhode Island	0	0	180	0	180
South Carolina	4,035	596	27,799	499	32,929
South Dakota	0	617	1,412	0	2,029
Tennessee	0	3,297	9,752	62	13,111
Texas	0	0	0	62	62
Utah	1,439	0	0	0	1,439
Vermont	0	0	513	0	513
Virginia	3,377	1,259	13,064	1,436	19,136
Washington	417	852	2,457	14	3,750
West Virginia	0	122	180	0	302
Wisconsin	375	19,714	15,881	950	36,920
Wyoming	29	0	106	0	135
TOTAL U.S.:	38,505	293,525	252,109	44,902	629,022
CANADA					
Alberta	13	184	1,346	36	1,579
British Columbia	0	0	907	22	929
Manitoba	0	227	1,054	13	1,294
New Brunswick	0	0	1,399	0	1,399
Newfoundland	216	0	0	0	216
Nova Scotia	0	0	397	0	397
Ontario	82	36,030	4,571	372	41,055
Pr.Edw.Isle	0	0	249	0	249
Quebec	0	492	7,865	0	8,357
Saskatchewan	0	0	504	0	504
TOTAL CAN:	311	36,933	18,292	443	55,979
*EXPORT SALES:	118,260	6,761	9,784	2,789	137,594
TOTAL AGRIC:	157,157	337,219	280,185	48,034	322,595
NON-AG U.S.	8,096	-	-	13,493	21,589
NON-AG CANADA	1,286	-	-	610	1,896
*NON-AG EXPORTS	63	-	-	6,080	6,143
TOTAL NON-AG:	9,445	-	-	20,183	29,628
GRAND TOTAL	166,602	337,219	280,185	68,217	852,223

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS
(Short Tons K2O)

JANUARY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	538	3,465	6,727	0	10,730
Costa Rica	3,431	0	0	0	3,431
Denmark	3,524	0	0	0	3,524
India	17,466	0	0	0	17,466
Indonesia	33,540	0	0	0	33,540
Italy	9,953	0	0	0	9,953
Japan	9,292	3,296	3,057	2,789	18,424
Korea	19,054	0	0	0	19,054
Malaysia	18,146	0	0	0	18,146
South Africa	3,326	0	0	0	3,326
TOTAL AG:	118,260	6,761	9,784	2,789	137,594
NON-AGRICULTURAL					
Japan	63	-	-	0	63
Korea	0	-	-	6,080	6,080
TOTAL NON-AG:	63	-	-	6,080	6,143
TOTAL EXPORTS:	118,323	6,761	9,784	8,869	143,737

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - U. S. PRODUCERS
(Short Tons K20)

JANUARY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	0	157	15	0	166	338
Alaska	0	0	0	0	0	0
Arizona	25	0	30	0	1	56
Arkansas	14	78	305	0	66	463
California	947	386	948	0	813	3,094
Colorado	105	16	388	0	50	559
Connecticut	0	0	0	0	74	74
Delaware	0	0	0	0	80	80
Florida	33	0	0	0	3,453	3,486
Georgia	121	0	0	0	1,089	1,210
Hawaii	0	0	0	0	15	15
Idaho	121	291	474	0	5	891
Illinois	1	2,109	378	0	92	2,580
Indiana	0	0	0	0	114	114
Iowa	20	321	1,342	0	99	1,782
Kansas	319	235	1,710	0	231	2,495
Kentucky	4	0	0	0	275	279
Louisiana	0	92	834	0	6	932
Maine	0	0	0	0	116	116
Maryland	0	0	0	0	84	84
Massachusetts	0	0	0	0	0	0
Michigan	0	0	0	0	10	10
Minnesota	1,225	15	610	7	161	2,018
Mississippi	0	0	0	0	32	32
Missouri	218	596	4,287	0	108	5,209
Montana	0	0	46	0	5	51
Nebraska	43	14	266	0	488	811
Nevada	0	0	0	0	0	0
New Hampshire	0	0	0	0	0	0
New Jersey	0	0	0	0	101	101
New Mexico	0	121	107	0	288	516
New York	0	0	0	0	69	69
North Carolina	0	0	0	0	458	458
North Dakota	0	0	0	0	0	0
Ohio	0	0	0	0	662	662
Oklahoma	91	30	883	0	36	1,040
Oregon	18	48	0	0	45	111
Pennsylvania	15	0	0	0	204	219
Rhode Island	0	0	0	0	0	0
South Carolina	0	0	0	0	458	458
South Dakota	0	0	0	0	0	0
Tennessee	0	0	0	0	796	796
Texas	2,909	1,943	4,322	1,013	768	10,955
Utah	55	0	30	0	6	91
Vermont	0	0	0	0	(7)	(7)
Virginia	0	0	0	0	65	65
Washington	16	0	0	0	46	62
West Virginia	0	0	0	0	0	0
Wisconsin	0	0	0	0	31	31
Wyoming	0	14	46	0	0	60
TOTAL U.S.:	6,300	6,466	17,021	1,020	11,659	42,466
CANADA						
Alberta	0	0	0	0	0	0
Britisn Columbia	0	0	0	0	44	44
Manitoba	0	0	0	0	0	0
New Brunswick	0	0	0	0	43	43
Newfoundland	0	0	0	0	0	0
Nova Scotia	0	0	0	0	39	39
Ontario	0	0	0	0	89	89
Pr.Edw.Isle	0	0	0	0	66	66
Quevec	0	0	0	0	33	33
Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	314	314
*EXPORT SALES:	36,583	0	5,646	0	2,679	44,908
TOTAL AGRIC:	42,883	6,466	22,667	1,020	14,652	87,688
NON-AG U.S.	12,166	0	0	1,111	340	13,617
NON-AG CANADA	0	0	0	0	35	35
*NON-AG EXPORTS	324	0	0	0	0	324
TOTAL NON-AG:	12,490	0	0	1,111	375	13,976
GRAND TOTAL	55,373	6,466	22,667	2,131	15,027	101,664

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS
(Short Tons K20)

JANUARY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Belgium	6,944	0	0	0	0	6,944
Columbia	0	0	3,662	0	1,988	5,650
Ecuador	0	0	1,984	0	0	1,984
India	14,160	0		0	0	14,160
Japan	0	0	0	0	198	198
Mexico	15,479	0	0	0	438	15,917
Philippines	0	0	0	0	55	55
TOTAL AG:	36,583	0	5,646	0	2,679	44,908
NON-AGRICULTURAL						
Mexico	324	-	-	0	0	324
TOTAL NON-AG:	324	-	-	0	0	324
TOTAL EXPORTS	36,907	0	5,646	0	2,679	45,232